

# Partnering with DoD and Northrop Grumman through Mentor Protégé

*September 25, 2013*

## **MVLE , Inc.**

**Creating Futures One Person at a Time**

April Pinch-Keeler  
President and CEO

# Who We Are

- \* MVLE is an internationally accredited agency that partners with more than 125 commercial businesses in addition to government and other not-for-profit agencies. MVLE supported more than 630 individuals with disabilities this past year, with a commitment to creating futures, one person at a time

## **Our Mission**

- \* To create futures one person at a time for people with disabilities through employment and support services.

## **Our Vision**

- \* Utilizing best business practices, MVLE will encourage personal and professional growth for people living with disabilities.

# Our Perceptions

\* Video

# The Successes resulting from Mentor Protégé

- \* Access to Subject Matter Experts
  - \* Program Managers taught us the structure behind being a subcontractor
  - \* Proposal Managers taught us to read, comprehend and create strategies that led to good competitive proposal writing and pricing
  - \* Quality Managers and Trainers that taught us Six Sigma and ISO 9001
- \* Credibility in the market place
  - \* Led to partnerships with other prime contractors
- \* Creation of Business Models leading to our Working Warrior Nation™ line of business
- \* Opened the door to people within the Department of Defense (DCMA)
- \* Access to the George Mason Procurement Technical Assistance Center (PTAC)
- \* Development of a Cost Accounting System

# The Challenges and Roadblocks

- \* Many Government Contracting Officers were unacquainted with the AbilityOne program and the Congressional Acts and Regulations mandating the utilization of people with disabilities
- \* Sequester.
  - \* Budget cuts limited the opportunities for AbilityOne companies to make inroads
- \* Perception of working with people with disabilities.
  - \* Quote from Wes Bush, Chairman and CEO of Northrop Grumman
    - \* *“our economy is driven by brain power and innovation”*
- \* Changing regulations. It is difficult to keep up with updates to regulations for organizations without great depth

# The Path Forward.....

- \* Expand partnership
  - \* Non Profits like MVLE need to engage small business in partnership; strategically providing AbilityOne subcontract support
- \* Demonstrate AbilityOne Performance to Government and Commercial customers
  - \* Eliminate Perceptions

Continue to find employment for people with disabilities and veterans; one person at a time



**MVLE** **CREATING FUTURES**  
**ONE PERSON AT A TIME**

**MVLE** **CREATING FUTURES**  
**ONE PERSON AT A TIME**